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Presentation Overview

- ▶ What is Networking
- ▶ Video – Networking: The Basics
- ▶ Where is Your Network?
- ▶ **“G.A.T.” It?**
 - ▶ **Give and Take (G.A.T.)**
- ▶ Questions & Answers

What is Networking?

“Networking is not just about who you know; it’s about ***having the right people*** in your network ***who can help you achieve your ultimate goals***. Part of any strategy for ***advancing, transitioning, or elevating your career***, making an impact, or amplifying your influence, ***must include networking***.”

-Dr. Carol Parker Walsh, CEO, Chief Career & Brand Strategist





NETWORKING: THE BASICS

Where is Your Network?

Who is in your network?

- ▶ Family
- ▶ Friends
- ▶ Colleagues
- ▶ Classmates
- ▶ People at frequently visited places:
 - Children's school
 - Doctor's Office
 - Dry Cleaners
 - Car Wash
 - Gym

Where is your network?

- ▶ Work/School*
- ▶ Religious events
- ▶ Recreational events
- ▶ Neighborhood
- ▶ Professional Associations
- ▶ Informational Interviews

* When discussing non-work-related items at your place of employment, be certain that it is on your break/lunch.

Give and Take - (G.A.T.)to Know You!

▶ Networking is G.A.T.:

- ▶ An INTENTIONAL RELATIONSHIP with a GOAL that is MUTUALLY BENEFICIAL!

▶ Networking Tips:

- ▶ Be **CURIOUS**: Ask questions: “How did you decide to work in this field?”; “What are some of the skills that made you successful?”; “What do you wish you had done earlier in your career?”
- ▶ Be **OPEN**: Don’t assume someone outside of your field cannot help you in your career journey
 - ▶ Seek understanding of your options outside of your current role by talking with individuals at different professional levels (management, executive, etc.)
- ▶ Be **HELPFUL**: Offer some “pearls” to your network; share industry trends or insights to build your relationship
- ▶ Be a **PRODUCER & CONSUMER** of **CONVERSATION**: *It’s not just about work-its about connecting with people!*
- ▶ **KNOW YOUR INDUSTRY**: Be prepared to share your knowledge; Learn about the company/industry you are interested in and ask specific questions; Ask about the company/industry culture.

Resources (Hyperlinks)

1. *The Ultimate Job Preparation Guide – Glassdoor.com*
2. *10 Essential Skills to Acing Your Job Interview – Carolparkerwalsh.com*
3. *6 Things You're Getting Wrong When Interviewing – Carolparkerwalsh.com*
4. *States with Salary History Bans – Hrdrive.com**
5. *8 Inappropriate Interview Questions and How to Tackle Them Like a Pro – Glassdoor.com*
6. *Never Split the Difference: [Negotiating As If Your Life Depended On It](#)*
7. *Government Salaries*

Questions & Answers

- ▶ Open Discussion